

## Message Text

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W

-----010815 201456Z /43

R 200718Z JUN 77

FM AMEMBASSY JIDDA

TO USDOC WASHDC

SECSTATE WASHDC 8682

INFO AMEMBASSY ATHENS

AMCONSUL DHAHRAN

UNCLAS JIDDA 4335

ATHENS FOR RTDO

E.O. 11652: N/A

TAGS: BTIO, ENRG, SA

SUBJ: JOINT VENTURE OPPORTUNITY: SOLAR ENERGY R & D, DESIGN/  
CONSTRUCTION

1. DR. FAWAZ ALAMY HEAD OF TECHNOLOGY AND RESEARCH  
DEPARTMENT OF PRIVATE FIRM, IDEA CENTER, SUITE 811  
QUEENS BUILDING, P.O. BOX 1999, JIDDA, SAUDI ARABIA,  
(CABLE: MOHANDISZAIDAN, TELEX: 40170 SJ PHONE: 21999)  
IS LOOKING FOR LARGE REPUTABLE, U.S. DESIGN/ ENGINEERING  
FIRM WITH WHICH TO ASSOCIATE FOR SOLAR ENERGY PROJECTS  
IS SAUDI ARABIA. DR. ALAMY IS ALSO PROFESSOR OF  
PHYSICS AT KING ABDULAZIZ UNIVERSITY, JIDDA.

2. IDEA CENTER HAS DESIGNED SOLAR HEATING/ AIR CONDITIONING  
FOR NEW SAUDI EMBASSY AND CONSULATE IN EGYPT AND  
HAS BEEN AWARDED DESIGN CONTRACT FOR SAME IN NEW  
SAG MINISTRY OF FOREIGN AFFAIRS BUILDING AND NEW  
MINISTRY OF INFORMATION COMPLEX. BOTH IN RIYADH.  
ALSO DESIGNING SOLAR HEATING/A/C FOR 400 VILLAS  
TO BE BUILT IN YENBO, NEW INDUSTRIAL PORT ON RED SEA.  
FIRM IS PREPARING PROPOSAL TO MINISTRY OF  
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AGRICULTURE FOR SEVEN-ACRE EXPERIMENTAL SOLAR FARM.  
ALSO TALKING WITH GAZ DE FRANCE ON SOLAR ELECTRICITY  
GENERATION. DR. ALAMY CLAIMS HAVE TWELVE SOLAR  
ENERGY PROJECTS IN MIDDLE EAST WHICH HE COULD UNDER-  
TAKE IF FIRM HAD SUFFICIENT STAFF TO DO THEM. ALSO  
CLAIMS RECEIPT OF 340 OFFERS FROM MISCELLANY OF FOREIGN FIRMS  
(MAINLY AMERICAN MANUFACTURERS) INVOLVED IN

SOLAR ENERGY PRODUCTS.

3. IDEA CENTER STARTED 1974 BY DETROIT  
UNIVERSITY GRADUATE ZAID ZAIDAN. INTERALIA, FIRM  
IS INVOLVED IN EDP AND COMPUTERS. HAS JOINT VENTURE  
WITH LOUIS BERGER INTERNATIONAL AND CONTRACT TO  
INSTALL COMPUTER SYSTEM FOR MINISTRY OF MINICIPALITIES.

4. DR.ALAMY WANTS JOINT VENTURE WITH SERIOUS  
U.S. DESIGN/ENGINEERING FIRM ON 51 PERCENT SAUDI,  
49 PERCENT U.S. BASIS TO UNDERTAKE GROWING LIST  
OF AVAILABLE SOLAR ENERGY PROJECTS. HE DOES NOT  
WANT TO REPRESENT MANUFACTURERS NOR TO ASSOCIATE WITH  
INDIVIDUAL INVENTORS WHO ARE INEXPERIENCED IN PROJECT  
IMPLEMENTATION.

5. USDOC PLEASE DISSEMINATE TO INTERESTED FIRMS.  
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## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
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**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009